

**COUNTY OF LOS ANGELES**

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*Director*

ROBIN KAY, Ph.D.  
*Chief Deputy Director*

RODERICK SHANER, M.D.  
*Medical Director*



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**DEPARTMENT OF MENTAL HEALTH**

<http://dmh.lacounty.gov>

550 SOUTH VERMONT AVENUE, LOS ANGELES, CALIFORNIA 90020

Reply To: (213) 738-4601  
Fax: (213) 386-1297

November 9, 2010

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, CA 90012

**ADOPTED**

BOARD OF SUPERVISORS  
COUNTY OF LOS ANGELES

#15 NOVEMBER 9, 2010

*Sachi A. Hamai*  
SACHI A. HAMAI  
EXECUTIVE OFFICER

Dear Supervisors:

**STORAGE AREA NETWORK  
FIXED ASSET PURCHASE  
(ALL SUPERVISORIAL DISTRICTS)  
(3 VOTES)**

**CIO RECOMMENDATION: APPROVE (X) APPROVE WITH MODIFICATION ( )  
DISAPPROVE ( )**

**SUBJECT**

Request approval to purchase a Storage Area Network, fixed asset, essential for the Department of Mental Health to prevent data loss.

**IT IS RECOMMENDED THAT YOUR BOARD:**

Authorize Internal Services Department (ISD), as the County's purchasing agent, to procure a Storage Area Network (SAN) for the Department of Mental Health (DMH) to replace the existing SAN for a projected one-time cost not to exceed \$700,000. In accordance with County policy, Board approval is required to purchase fixed assets that exceed the \$250,000 threshold established by your Board.

**PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION**

Approval of this action will enable DMH to purchase a SAN to replace the existing hardware that is antiquated and obsolete, and for which the warranty has expired. DMH previously extended the warranty on the existing SAN from the normal five years to seven years, and the vendor will not offer any more extensions as the device is too old.

A SAN is a collection of interconnected hard disk drives. It is connected to a telecommunications network and stores data generated by computer users on the network and makes it available for retrieval on demand. The new SAN, like the device it is replacing, will be used to store production data created by DMH staff and prevent data loss. It will also be used to expand server virtualization as part of DMH's preparation for moving its data center to the Martin Luther King/Drew Medical Center (KDMC) campus. DMH has been virtualizing servers for some time and has reached approximately 40 percent virtualization; however, the virtualization project cannot proceed without additional reliable storage. The new system, which will enable DMH to store snapshots of virtual servers for fast recovery when needed, will also have a five-year warranty that includes yearly preventive maintenance.

### **Implementation of Strategic Goals**

The recommended action supports the County's Strategic Plan Goal 1, Operational Effectiveness.

### **FISCAL IMPACT/FINANCING**

The projected total one-time cost for the purchase of the SAN equipment components and installation services is up to \$700,000. The equipment cost is approximately \$581,000, which includes the Dell/EMC NS-480, Dell/EMC DD630, SAN Fabric and Host Bus Adapters, TL2000 Tape Library, and estimated installation cost of \$119,000. Additional detail comprising the total equipment cost is shown in the Attachment. Funding is included in DMH's Adopted Budget for Fiscal Year 2010-11, so there is no additional net County cost from this action.

### **FACTS AND PROVISIONS/LEGAL REQUIREMENTS**

This request complies with the County Equipment Policy that your Board approved on October 16, 2001. This policy requires departments to obtain your Board's approval to purchase or finance equipment with a unit cost of \$250,000 or greater.

The County's Chief Information Officer recommends approval of this request (CIO Analysis Attached).

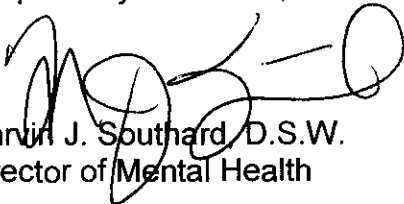
### **CONTRACTING PROCESS**

This is a commodity purchase under the statutory authority of the County Purchasing Agent. The purchase will be requisitioned through and accomplished by the Purchasing Agent in accordance with the County's purchasing policies and procedures, established by ISD.

**IMPACT ON CURRENT SERVICES**

If the current SAN is not replaced, it will fail at some point resulting in loss of critical data, and DMH will not have the capacity to continue virtualizing servers. Modern health services delivery organizations are heavily data enabled. To the extent that we effectively manage and protect essential operational data, we protect DMH's ability to effectively serve our clients and the County.

Respectfully submitted,

  
Marvin J. Southard, D.S.W.  
Director of Mental Health

Reviewed by:

  
Richard Sanchez  
Chief Information Officer

MJS:MM:RG:RK

**Attachment**

c: Chief Executive Officer  
County Counsel  
Chief Information Officer  
Executive Officer, Board of Supervisors  
Chairperson, Mental Health Commission  
Director, Internal Services Department

# CIO ANALYSIS

## REQUEST FOR APPROVAL TO PURCHASE A STORAGE AREA NETWORK

CIO RECOMMENDATION: ☒ APPROVE ☐ APPROVE WITH MODIFICATION  
☐ DISAPPROVE

**Contract Type:**

☐ New Contract ☐ Contract Amendment ☐ Contract Extension  
☐ Sole Source Contract ☒ Hardware Acquisition ☐ Other

New/Revised Contract Term: Base Term: N/A Yrs # of Option Yrs N/A

**Contract Components:**

☐ Software ☒ Hardware ☐ Telecommunications  
☐ Professional Services

Project Executive Sponsor: Marvin J. Southard, D.S.W., Director, DMH

**Budget Information :**

Y-T-D Contract Expenditures	\$0
Requested Contract Amount	\$700,000
Aggregate Contract Amount	\$700,000

**Project Background:**

Yes	No	Question
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Is this project legislatively mandated?
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Is this project subvented? If yes, what percentage is offset?
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Is this project/application applicable to (shared use or interfaced) other departments? If yes, name the other department(s) involved?

**Strategic Alignment:**

Yes	No	Question
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Is this project in alignment with the County of Los Angeles Strategic Plan?
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Is this project consistent with the currently approved Department Business Automation Plan?
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Does the project's technology solution comply with County of Los Angeles IT Directions document?
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Does the project technology solution comply with preferred County of Los Angeles IT standards?
<input type="checkbox"/>	<input checked="" type="checkbox"/>	This contract and/or project and its milestone deliverables must be entered into the Information Technology Tracking System (ITTS).

**Project/Contract Description:**

The Department of Mental Health (DMH) is requesting authorization to have the Internal Services Department (ISD), as the County's purchasing agent, purchase a Storage Area Network (SAN) to meet the Department's operational requirements.

**Background:**

The new SAN will replace existing hardware that is antiquated, obsolete and out of warranty. The Department has extended the use of the existing SAN from five years to seven years, however, the existing hardware is near the end of its useful life, and the vendor will no longer extend the warranty.

**Project Justification/Benefits:**

The acquisition of the new SAN will allow the Department to refresh hardware that is vital to its technology infrastructure. The new SAN will host the Department's production data and support its server virtualization efforts in anticipation of the planned data center relocation to the Martin Luther King/Drew Medical Center Campus. The Department's server virtualization effort, which is currently at 40%, is consistent with the CIO's shared data center strategy.

**Project Metrics:**

The Department will develop an implementation plan for the installation of the new hardware and a data migration plan to move the data from the old storage devices to the new ones. Both plans will identify key milestones to be used as metrics.

**Impact On Service Delivery Or Department Operations, If Proposal Is Not Approved:**

Because of the age of the existing SAN and the lack of warranty, failure to replace the hardware could lead to loss of critical data. Also, the Department's server virtualization efforts would be negatively impacted.

**Alternatives Considered:**

The Department standardizes on Dell/EMC SAN hardware, and the staff is trained to support the various components.

The Dell/EMC hardware is available from multiple distributors. A competitive bid process will be conducted for the purchases.

**Project Risks:**

The only risk currently identified is that the installation of the new hardware may not line up schedule-wise with the move to the new data center on the Martin Luther King/Drew Medical Center Campus. This means that the new hardware would be installed in the existing data center and then be relocated at the time of the move.

**Risk Mitigation Measures:**

The Department is aware of the risk and will develop the necessary plans and processes to relocate the hardware and corresponding data. The County Information Security Officer has reviewed the proposal and did not identify any security risks or issues.

**Financial Analysis:**

The \$700,000 includes the purchase of the SAN equipment and installation services. Funding for this purchase is included as a fixed asset in the Department's Adopted Budget for Fiscal Year 2010-11. Because of this, there is no additional Net County Cost associated with this request.

**CIO Concerns:**

None.

**CIO Recommendations:**

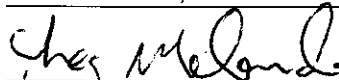
Based on our review of the Board Letter, and discussions with the Department, this office recommends approval by the Board.

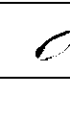
**CIO APPROVAL**

Date Received: October 18, 2010

Prepared by: Henry Balta

Date: October 27, 2010

Approved: 

Date: 10/27/2010 

COUNTY OF LOS ANGELES - DEPARTMENT OF MENTAL HEALTH  
STORAGE AREA NETWORK EQUIPMENT COMPONENT COST DETAIL

TL2000 Tape Library	\$ 14,000.00	\$ 8,000.00	\$ 1,000.00	\$ 9,000.00	\$ 5,000.00
Dell/EMC DD630	\$ 170,000.00	\$ 147,000.00	\$ 14,000.00	\$ 161,000.00	\$ 9,000.00
Dell/EMC NS-480	\$ 422,000.00	\$ 355,000.00	\$ 35,000.00	\$ 390,000.00	\$ 32,000.00
SAN Fabric and Host Bus Adapters	\$ 32,000.00	\$ 19,000.00	\$ 2,000.00	\$ 21,000.00	\$ 11,000.00
Software Installation Services	\$ 62,000.00	-	-	-	\$ 62,000.00
<b>Grand Total</b>	<b>\$ 700,000.00</b>	<b>\$ 529,000.00</b>	<b>\$ 52,000.00</b>	<b>\$ 581,000.00</b>	<b>\$ 119,000.00</b>